

HBCU Infusion Road Tour

North Carolina Central University

March 2016

Challenges Prime Large Businesses Encounter

How HBCU infrastructure works under contracts and not grants.

- *Must work from the President of the University down thru HR and other offices, from the management of payroll to invoicing to accounting*
- *Full time engineers to support contracts rather than only student or summer time faculty members*
- *Meeting the Prime's customer expectations for requirements*
- *Audit agencies expectation of a Prime "monitoring" a subcontractor's accounting practices*

How to Find a Large Business to Work With

- *Attend events to meet large prime contractors*
 - *Small business organizations*
 - *Professional organizations*
 - *Government liaisons*
- *Request that a large prime you work with to become a mentor under a formal mentor-protégé agreement or informally.*

Importance of HBCU/MSI and SBIR Advocates

- *A school should have an “advocate” as well as the company*
- *The benefits of subcontracting are:*
 - *Job opportunities for graduates, students and faculty*
 - *Adjunct part time faculty that could be a full time employee of the large business*
 - *More income for scholarships, laboratories, materials*